

**EVERGREEN - Product Summaries**  
**Variable Contribution Analysis - (Joint Proposal)**

	<b>Proposed Housing Count &amp; Mix</b>					
	Arcadia	Berg/IDS-Legacy*	PHGC**	EVCC	Total	
Large Lot Conv.	0	500	175	0	675	
Medium Lot Conv.	0	150	125	0	275	
Small Lot AL	0	125	125	0	250	
Town Home	700	75	100	130	1005	
Multi-family	700	0	0	50	750	
Affordable/Work	400	100	75	120	695	
<b>% Affordable:</b>	<b>22.2%</b>	<b>10.5%</b>	<b>12.5%</b>	<b>40.0%</b>	<b>19.0%</b>	
<b>Total</b>	<b>1800</b>	<b>950</b>	<b>600</b>	<b>300</b>	<b>3650</b>	
Net Acreage*	81	200	114	27	422	
Gross DU/A	22.22	4.75	5.26	11.11	8.65	
	(*120 acres reserved on Opportunity site for Job Retention & Parks)			Background Pool	400	
	(**40% reserved as Parks, Sports complex & Open space)			<b>Total Homes =</b>	<b>4050</b>	

	Town Homes	Small Lot Alley Loaded	Medium Lot Conventional	Large Lot Conventional
Lot Size (sqft)	2000	3000	3500	5000
Net D/U's Per Acre	18 - 19	11 - 12	9 - 10	6 - 7
% land to common space	15%	20%	20%	25%
Average Home Size (sqft)	1,500	2,000	2,250	3,000
Bedrooms/Bathrooms	3/2.5	3/2.5	4/2.5	4/2.5
Garage/Story	2/2.5	2/2.5	2/2.0	3/2.0
<b>Average Base Sales Price</b>	<b>\$592,500</b>	<b>\$790,000</b>	<b>\$888,750</b>	<b>\$1,185,000</b>
Lot Premium	\$0	\$0	\$0	\$0
Decor/Option Revenues	\$0	\$0	\$0	\$0
<b>Avg NET SALES PRICE</b>	<b>\$592,500</b>	<b>\$790,000</b>	<b>\$888,750</b>	<b>\$1,185,000</b>
<b>Base price per square foot</b>	<b>\$395</b>	<b>\$395</b>	<b>\$395</b>	<b>\$395</b>

Land Cost @ \$1.5M/ac div by DU/ac	\$ 84,000		\$ 137,000		\$ 167,000		\$ 250,000	
Develop - Comm Amenity Fee - %BP	\$65,175	11.0%	\$86,900	11.0%	\$97,763	11.0%	\$130,350	11.0%
TOTAL Develop/Land/Sales Cost - \$ per sqft	\$ 493,175	\$329	\$ 629,900	\$315	\$ 726,763	\$323	\$ 966,350	\$322
<b>Total Developer Profit / Unit - %GM</b>	<b>\$99,325</b>	<b>20.1%</b>	<b>\$160,100</b>	<b>25.4%</b>	<b>\$161,988</b>	<b>22.3%</b>	<b>\$218,650</b>	<b>22.6%</b>

Proposed # of Units	1005		250		275		675	4050
Sub Total Contribution	\$ 65,500,875		\$ 21,725,000		\$ 26,884,688		\$ 87,986,250	\$ 202,096,813
Multit-Family					750		\$ 15,000	\$ 11,250,000
Affordable/Workforce - Multi-Family					695		\$ -	\$ -
Background Contribution (11% of total amenity fund)					400		\$ 67,000	\$ 26,800,000
<b>Total Contribution w/bkgrnd</b>							<b>Total Homes Contribution = \$ 240,146,813</b>	

<b>Commercial Development Contribution</b>				
	Amt (sqft)		Load/sqft	Contribution
PHCG/Other	50,000		\$ 15.00	\$ 750,000
EVCC	100,000		\$ 15.00	\$ 1,500,000
Arcadia	100,000		\$ 15.00	\$ 1,500,000
Add'l Commercial/Retail contribution	50,000		\$ 15.00	\$ 750,000
<b>TOTALS:</b>	<b>300,000</b>			<b>\$ 4,500,000</b>
			<b>Grand Total Contribution =</b>	<b>\$ 244,646,813</b>